



WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

And:

PinPoint Media, Inc (B)
1707 Osage St, Ste 103
Alexandria, VA 22302

CONTRACT

<u>Contract / Revision</u> 1800036 /		<u>Alt Order #</u> 08768711
<u>Product</u> LUTHER STRANGE SENAT		
<u>Contract Dates</u> 09/19/17 - 09/26/17		<u>Estimate #</u> 813
<u>Advertiser</u> POL/Strange, Luther/R/Senator/AL		<u>Original Date / Revision</u> 09/18/17 / 09/18/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSFA	<u>Account Executive</u> Ryan Eddins	<u>Sales Office</u> HRP-Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u> 9913865	<u>Advertiser Code</u> 62	<u>Product 1/2</u> 78
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	WSFA	09/22/17	09/22/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$275.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	WSFA 12 News at Ten - MF	10-1035pm	-----F----	:30		\$275.00	NM		
			Credited									
E 2	WSFA	09/22/17	09/22/17	NBC Today Show 3	10-11am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$50.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	NBC Today Show 3	10-11am	-----F----	:30		\$50.00	NM		
			Credited									
E 3	WSFA	09/22/17	09/22/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	ALABAMA LIVE @ 11A	11-1130Am	-----F----	:30		\$30.00	NM		
			Credited									
E 4	WSFA	09/22/17	09/22/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	ALABAMA LIVE @ 1130AM	1130A-12P	-----F----	:30		\$30.00	NM		
			Credited									
D 5	WSFA	09/22/17	09/22/17	WSFA 12 News at Noon	12-1230pm		:30			NM	0	\$0.00
6	WSFA	09/22/17	09/22/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$60.00			
E 7	WSFA	09/22/17	09/22/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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Contract / Revision	Alt Order #
1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/18/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$60.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	WSFA 12 NEWS AT 4PM	M-F 4-430P	-----F----	:30		\$60.00	NM		
Credited												
8	WSFA	09/22/17	09/22/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$100.00			
D 9	WSFA	09/22/17	09/22/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	0	\$0.00
10	WSFA	09/22/17	09/22/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$175.00			
11	WSFA	09/22/17	09/22/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$115.00			
D 12	WSFA	09/25/17	09/25/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
D 13	WSFA	09/25/17	09/25/17	NBC Today Show 3	10-11am		:30			NM	0	\$0.00
D 14	WSFA	09/25/17	09/25/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
D 15	WSFA	09/25/17	09/25/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
16	WSFA	09/25/17	09/25/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$100.00			
17	WSFA	09/25/17	09/25/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$60.00			
D 18	WSFA	09/25/17	09/25/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	0	\$0.00
19	WSFA	09/25/17	09/25/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$100.00			
20	WSFA	09/25/17	09/25/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$350.00			
21	WSFA	09/25/17	09/25/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$175.00			
22	WSFA	09/25/17	09/25/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$215.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$215.00			
23	WSFA	09/25/17	09/25/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$115.00			
D 24	WSFA	09/25/17	09/25/17	NBC Today 2	9-10am		:30			NM	0	\$0.00
25	WSFA	09/23/17	09/23/17	NBC Saturday Today Show	6-8am		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1-				1	\$45.00			
26	WSFA	09/24/17	09/24/17	Late News	1030p-11p		:30			NM	1	\$150.00

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Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/18/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1				1	\$150.00			
27	WSFA	09/24/17	09/24/17	NET NBC Sunday Today Shc7-8a			:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1				1	\$45.00			
28	WSFA	09/24/17	09/24/17	NET NBC Meet The Press 8-9a			:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1				1	\$45.00			
29	WSFA	09/24/17	09/24/17	WSFA News Sunday AM 9-930a			:30			NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1				1	\$20.00			
30	WSFA	09/21/17	09/21/17	WSFA 12 News at Ten - MF 10-1035pm			:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$275.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WSFA	09/18/17-09/24/17		WSFA 12 News at Ten - MF 10-1035pm		----Th-----	:30		\$275.00	NM		
Credited												
31	WSFA	09/21/17	09/21/17	NBC Today Show 3 10-11am			:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$50.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WSFA	09/18/17-09/24/17		NBC Today Show 3 10-11am		----Th-----	:30		\$50.00	NM		
Credited												
32	WSFA	09/21/17	09/21/17	Tonight Show 1035-1137pm			:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$115.00			
33	WSFA	09/21/17	09/21/17	ALABAMA LIVE @ 11A 11-1130Am			:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$30.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WSFA	09/18/17-09/24/17		ALABAMA LIVE @ 11A 11-1130Am		----Th-----	:30		\$30.00	NM		
Credited												
E 34	WSFA	09/21/17	09/21/17	ALABAMA LIVE @ 1130AM 1130A-12P			:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$30.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WSFA	09/18/17-09/24/17		ALABAMA LIVE @ 1130AM 1130A-12P		----Th-----	:30		\$30.00	NM		
Credited												
35	WSFA	09/21/17	09/21/17	WSFA 12 News at Noon 12-1230pm			:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$100.00			
36	WSFA	09/21/17	09/21/17	JUDGE JUDY 1ST RUN 330-4p			:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$60.00			
37	WSFA	09/21/17	09/21/17	JUDGE JUDY 1ST RUN 330-4p			:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$60.00			

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1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/18/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
38	WSFA	09/21/17	09/21/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$60.00			
D 39	WSFA	09/21/17	09/21/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	0	\$0.00
40	WSFA	09/21/17	09/21/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$100.00			
D 41	WSFA	09/21/17	09/21/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	0	\$0.00
42	WSFA	09/21/17	09/21/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$175.00			
43	WSFA	09/21/17	09/21/17	NBC Today 2	9-10am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$50.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	NBC Today 2	9-10am	----Th-----	:30		\$50.00	NM		
	Credited											
44	WSFA	09/19/17	09/19/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$275.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	WSFA 12 News at Ten - MF	10-1035pm	-Tu-----	:30		\$275.00	NM		
	Credited											
D 45	WSFA	09/19/17	09/26/17	NBC Today Show 3	10-11am		:30			NM	0	\$0.00
46	WSFA	09/19/17	09/19/17	Tonight Show	1035-1137pm		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$115.00			
D 47	WSFA	09/19/17	09/26/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
D 48	WSFA	09/19/17	09/26/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
49	WSFA	09/19/17	09/19/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$100.00			
50	WSFA	09/19/17	09/19/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$60.00			
D 51	WSFA	09/19/17	09/19/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
52	WSFA	09/19/17	09/19/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$185.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	09/18/17-09/24/17	WSFA 12 News at Five	5-530pm	-Tu-----	:30		\$185.00	NM		
	Credited											
N 53	WSFA	09/19/17	09/19/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$100.00			
54	WSFA	09/19/17	09/19/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/18/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$350.00			
N 55	WSFA	09/19/17	09/19/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$175.00			
N 56	WSFA	09/19/17	09/19/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$115.00			
57	WSFA	09/19/17	09/19/17	NBC Today 2	9-10am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$50.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WSFA	09/18/17-09/24/17		NBC Today 2	9-10am	-Tu-----	:30		\$50.00	NM		
Credited												
D 58	WSFA	09/20/17	09/20/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	\$0.00
59	WSFA	09/20/17	09/20/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$100.00			
60	WSFA	09/20/17	09/20/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$185.00			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
1	WSFA	09/18/17-09/24/17		WSFA 12 News at Five	5-530pm	---W-----	:30		\$185.00	NM		
Credited												
61	WSFA	09/20/17	09/20/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$100.00			
D 62	WSFA	09/20/17	09/20/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	0	\$0.00
63	WSFA	09/20/17	09/20/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$175.00			
64	WSFA	09/20/17	09/20/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$115.00			
D 65	WSFA	09/19/17	09/22/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
D 66	WSFA	09/25/17	09/26/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
D 67	WSFA	09/19/17	09/22/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
D 68	WSFA	09/25/17	09/26/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
69	WSFA	09/23/17	09/23/17	WSFA 12 News at Six-Sat	Sa 6-7pm		:30			NM	1	\$80.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----S-				1	\$80.00			
70	WSFA	09/24/17	09/24/17	NFL Football Nite/America	Various		:30			NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----S				1	\$150.00			
D 71	WSFA	09/24/17	09/24/17	NFL Football	Sun 730p-1030p		:30			NM	0	\$0.00
D 72	WSFA	09/26/17	09/26/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	0	\$0.00

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Contract / Revision	Alt Order #
1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/18/17 / 09/18/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
D 73	WSFA	09/26/17	09/26/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
D 74	WSFA	09/26/17	09/26/17	NBC Today Show	7-9am		:30			NM	0	\$0.00
75	WSFA	09/26/17	09/26/17	NET Early Today ON	4-430x		:30			NM	1	\$5.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	-T-----				1	\$5.00			
Totals											37	\$4,280.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/28/17 -09/24/17	29	\$3,160.00	(\$474.00)	\$2,686.00
09/25/17 -09/26/17	8	\$1,120.00	(\$168.00)	\$952.00
Totals	37	\$4,280.00	(\$642.00)	\$3,638.00

Signature: _____ **Date:** _____

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REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION SEP15/17 18.30
\$\$\$ MOD# 2: APPROVED REV #0 \$\$\$ **CHANGES** *** WSFA-TV ***

REP HEADLINE# 8768711 TRF# 1800036
ADV # ADV. NAME POLI/L STRANGE/R/SEN/AL REP.# OFF.# SALESMAN #
AGY # AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES
1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)
ALEXANDRIA, VA 22302

ORDER # CONTRACT # 8768711 CLASS: NATL. LOCAL REGIONAL
PRDCT LUTHER STRANGE SENAT EST#813 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES SEP19/17 SEP26/17 WK-2

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE SEP15/17 18.30

STA:
CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
ELECTRONIC INVOICING:
SPOT DATA - IDB# 1886.
TV INVOICES - IDB# 9915283.

NO BUYS TO PRINT
STATION MAKEGOOD OFFERS:
M3 UNRESL BUY#2 MISSED:FRI/1000A-1100A 30S \$50.00 (SEP15/17)
BUY#3 FRI/1100A-1130A 30S \$30.00
BUY#4 FRI/1130A-1200N 30S \$30.00
BUY#7 FRI/400P-430P 30S \$60.00
BUY#34 THU/1130A-1200N 30S \$30.00
BUY#51 TUE/400P-430P 30S \$60.00
BUY#58 WED/1100A-1130A 30S \$30.00
OFFER:FRI/1100A-1130A 30S \$70.00 PLS ADVISE.
& WED/1100A-1130A 30S \$70.00
& FRI/400P-430P 30S \$135.00
& TU-F/430A-500A 30S \$15.00
CMT:NO AVAILS. PLEASE CONFIRM. THANKS, DENICE

SEP/17 \$5,175.00 OCT/17 \$2,875.00 CONTRACT TOTAL \$8,050.00
TOTAL SPOTS 65

MARKET TOTALS \$49,388 WSFA 56% WNCN 7% WAKA 28% WCOV 9% CABL 0% WBMM 0% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES

SVC- NSI
DEMOS- RA35+*

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS /WK	:WEEK INVT	:DAYS	:TOTL :SPTS
2	S		1000A-1100A PROGRAM : TODAY SHOW HOUR 4 CON COM1: TODAY SHOW HOUR 4	30		\$50.00	9/22	9/22	0	✓	FRI	0
3	S		1100A-1130A PROGRAM : ALABAMA LIVE CON COM1: ALABAMA LIVE	30		\$30.00	9/22	9/22	0	✓	FRI	0
4	S		1130A-1200N PROGRAM : ALABAMA LIVE CON COM1: ALABAMA LIVE	30		\$30.00	9/22	9/22	0	✓	FRI	0
5	S		1200N-1230P PROGRAM : WSFA 12 NEWS AT 12P CON COM1: WSFA 12 NEWS AT 12P	30		\$100.00	9/22	9/22	0	✓	FRI	0
7	S		400P-430P PROGRAM : WSFA 12 NEWS AT 4P CON COM1: WSFA 12 NEWS AT 4P	30		\$60.00	9/22	9/22	0	✓	FRI	0
9	S		600P-630P PROGRAM : WSFA 12 NEWS AT 6P CON COM1: WSFA 12 NEWS AT 6P	30		\$350.00	9/22	9/22	0	✓	FRI	0
12	S		1000P-1035P PROGRAM : WSFA 12 NEWS AT 10P CON COM1: WSFA 12 NEWS AT 10P	30		\$275.00	9/25	9/25	0	✓	MON	0
13	S		1000A-1100A PROGRAM : TODAY SHOW HOUR 4 CON COM1: TODAY SHOW HOUR 4	30		\$50.00	9/25	9/25	0	✓	MON	0
14	S		1100A-1130A PROGRAM : ALABAMA LIVE CON COM1: ALABAMA LIVE	30		\$30.00	9/25	9/25	0	✓	MON	0

FAX# 703-516-9680

REP HEADLINE# 8768711 TRF# 1800036 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 \$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$ ORDER WORKSHEET HARRIS REPORT FROM REP SEP18/17 11.48
 *** CHANGES *** ** WSFA-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
15	S		1130A-1200N	30		\$30.00	9/25	9/25	0		MON	0
PROGRAM : ALABAMA LIVE CON COM1: ALABAMA LIVE												
18	S		430P-500P	30		\$75.00	9/25	9/25	0		MON	0
PROGRAM : WSFA 12 NEWS AT 4:30P CON COM1: WSFA 12 NEWS AT 4:30P												
24	S		900A-1000A	30		\$50.00	9/25	9/25	0		MON	0
PROGRAM : TODAY SHOW HOUR 3 CON COM1: TODAY SHOW HOUR 3												
72	S		600P-630P	30		\$350.00	9/26	9/26	0		TUE	0
PROGRAM : WSFA M-F 6P NEWS ORD COM1: OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE THIS IS A MAKE-GOOD FOR SEP21 ON LINE-30 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP21 ON LINE-31 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP21 ON LINE-33 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP21 ON LINE-43 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP19 ON LINE-45 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP19 ON LINE-47 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP19 ON LINE-48 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP19 ON LINE-57 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP20 ON LINE-60 FOR 1 SPOT/WK												
73	S		500P-530P	30		\$280.00	9/26	9/26	0		TUE	0
PROGRAM : WSFA M-F 5P NEWS ORD COM1: OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE PART OF A MAKEGOOD MADE UP OF LINES 72-75												
74	S		700A-900A	30		\$115.00	9/26	9/26	0		TUE	0
PROGRAM : TODAY SHOW ORD COM1: OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE PART OF A MAKEGOOD MADE UP OF LINES 72-75												
34	S		1130A-1200N	30		\$30.00	9/21	9/21	0		THU	0
PROGRAM : ALABAMA LIVE CON COM1: ALABAMA LIVE												

REP HEADLINE# 8768711 TRF# 1800036 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! SEP18/17 11.48
ORDER WORKSHEET HARRIS REPORT FROM REP *** CHANGES*** ** WSFA-TV ***

:LINE#	REP	:CD	TIME PERIOD	: LGTH	: SEC	: RATE	: START DATE	: END DATE	: SPTS /WK	: WEEK INVT	: DAYS	: TOTL :SPTS:
56	E		700A-900A	30		\$115.00	9/19	9/19	1		TUE	1
PROGRAM : TODAY SHOW												
CON COM1: TODAY SHOW												
58	S		1100A-1130A	30		\$30.00	9/20	9/20	0		WED	0
PROGRAM : ALABAMA LIVE												
CON COM1: ALABAMA LIVE												
62	S		600P-630P	30		\$350.00	9/20	9/20	0		WED	0
PROGRAM : WSFA 12 NEWS AT 6P												
CON COM1: WSFA 12 NEWS AT 6P												
STATION MAKEGOOD OFFERS:												
M3	UNRESL	BUY#2	MISSED: FRI/1000A-1100A									
		BUY#3	FRI/1100A-1130A									
		BUY#4	FRI/1130A-1200N									
		BUY#7	FRI/400P-430P									
		BUY#34	THU/1130A-1200N									
		BUY#51	TUE/400P-430P									
		BUY#58	WED/1100A-1130A									
			OFFER: FRI/1100A-1130A									
			& WED/1100A-1130A									
			& FRI/400P-430P									
			& TU-F/430A-500A									
			CMT: NO AVAILS. PLEASE CONFIRM. THANKS, DENICE									

SEP/17 \$3,160.00 OCT/17 \$1,120.00 CONTRACT TOTAL \$4,280.00
TOTAL SPOTS 37

MARKET TOTALS \$49,388 WSFA 56% WNCF 7% WAKA 28% WCOV 9% CABL 0% WBMM 0% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES
SVC- NSI
DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP HEADLINE# 8768711 TRF# 1800036 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 2: UNAPPROVED REV #2 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! SEP18/17 11.49
ORDER WORKSHEET HARRIS REPORT FROM REP *** CHANGES*** ** WSFA-TV ***

ADV # ADV. NAME POLI/L STRANGE/R/SEN/AL REP.# OFF.# SALESMAN #
AGY # AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES
1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)
ALEXANDRIA, VA 22302

ORDER # CONTRACT # 8768711 CLASS: NATL. LOCAL REGIONAL
PRDCT LUTHER STRANGE SENAT EST#813 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES SEP19/17 SEP26/17 WK-2
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE SEP18/17 11.49

REP: REVISED ORDER
CANCELLED M3, REVISION CANCELLED SPOTS
CANCELLED SPTS IN SEVERAL LINES DUE TO MARKET WIDE CUT
PREVIOUS TTL \$7,940
REVISED TTL, \$4,280
\$3660 DEDUCTED
PLS CONFIRM
THANKS JASMINE FOR RYAN

STA:
CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
ELECTRONIC INVOICING:
SPOT DATA - IDB# 1886.
TV INVOICES - IDB# 9915283.

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
1												
AGENCY ADVERTISER CODE = 62												
AGENCY PRODUCT CODE = 78												
AGENCY EST# = 813												

NO BUYS TO PRINT

REP HEADLINE# 8768711 TRF# 1800036 REP: TEL# 703-528-9387 FAX# 703-516-9680
\$\$\$ MOD# 2: UNAPPROVED REV #2 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! SEP18/17 11.49
ORDER WORKSHEET HARRIS REPORT FROM REP *** CHANGES*** ** WSFA-TV ***

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS /WK	:WEEK INVT	:DAYS	:TOTL: :SPTS:
M3	REJECT	BUY#2	MISSED: FRI/1000A-1100A (SEP15/17)									
		BUY#3	FRI/1100A-1130A 30S \$50.00									
		BUY#4	FRI/1130A-1200N 30S \$30.00									
		BUY#7	FRI/400P-430P 30S \$30.00									
		BUY#34	THU/1130A-1200N 30S \$60.00									
		BUY#51	TUE/400P-430P 30S \$30.00									
		BUY#58	WED/1100A-1130A 30S \$60.00									
			OFFER: FRI/1100A-1130A 30S \$30.00									
			& WED/1100A-1130A 30S \$70.00									
			& FRI/400P-430P 30S \$70.00									
			& TU-F/430A-500A 30S \$135.00									
			CMT: NO AVAILS. PLEASE CONFIRM. THANKS, DENICE SEP19 30S \$15.00									
SEP/17			\$3,160.00	OCT/17		\$1,120.00						
										CONTRACT TOTAL	\$4,280.00	
										TOTAL SPOTS	37	

MARKET TOTALS \$49,388 WSFA 56% WNCN 7% WAKA 28% WCOV 9% CABL 0% WBMM 0% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES

SVC- NSI
DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION SEP18/17 12.10
\$\$\$ MOD# 2: APPROVED REV #2 \$\$\$ *** WSFA-TV ***

REP HEADLINE# 8768711 TRF# 1800036
ADV # ADV. NAME POLI/L STRANGE/R/SEN/AL REP. # OFF. # SALESMAN #
AGY # AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES
1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)
ALEXANDRIA, VA 22302

ORDER # CONTRACT # 8768711 CLASS: NATL. LOCAL REGIONAL
PRDCT LUTHER STRANGE SENAT EST#813 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES SEP19/17 SEP26/17 WK-2
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE SEP18/17 12.10

REP: REVISED ORDER
CANCELLED M3, REVISION CANCELLED SPOTS
CANCELLED SPTS IN SEVERAL LINES DUE TO MARKET WIDE CUT
PREVIOUS TTL \$7,940
REVISED TTL, \$4,280
\$3660 DEDUCTED
PLS CONFIRM
THANKS JASMINE FOR RYAN

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
CON CM ELECTRONIC INVOICING:
SPOT DATA - IDB# 1886.
TV INVOICES - IDB# 9915283.

NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION
STATION MAKEGOOD OFFERS:
M3 REJECT BUY#2 MISSED: FRI/1000A-1100A SEP22 30S \$50.00 (SEP15/17)
BUY#3 FRI/1100A-1130A SEP22 30S \$30.00
BUY#4 FRI/1130A-1200N SEP22 30S \$30.00
BUY#7 FRI/400P-430P SEP22 30S \$60.00
BUY#34 THU/1130A-1200N SEP21 30S \$30.00
BUY#51 TUE/400P-430P SEP19 30S \$60.00
BUY#58 WED/1100A-1130A SEP20 30S \$30.00
OFFER: FRI/1100A-1130A SEP22 30S \$70.00 PLS ADVISE.
& WED/1100A-1130A SEP20 30S \$135.00
& FRI/400P-430P SEP22 30S \$15.00
CMT: NO AVAILS. PLEASE CONFIRM. THANKS, DENICE

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION

REP HEADLINE# 8768711 TRF# 1800036
\$\$\$ MOD# 2: APPROVED REV #2 \$\$\$

SEP18/17 12.10
*** WSFA-TV ***

CONTRACT TOTAL \$4,280.00
TOTAL SPOTS 37